



REQUEST FOR DEVELOPMENT PROPOSALS

TOPEKA STREET FIREHOUSE
500 S. TOPEKA AVE., WICHITA, KANSAS

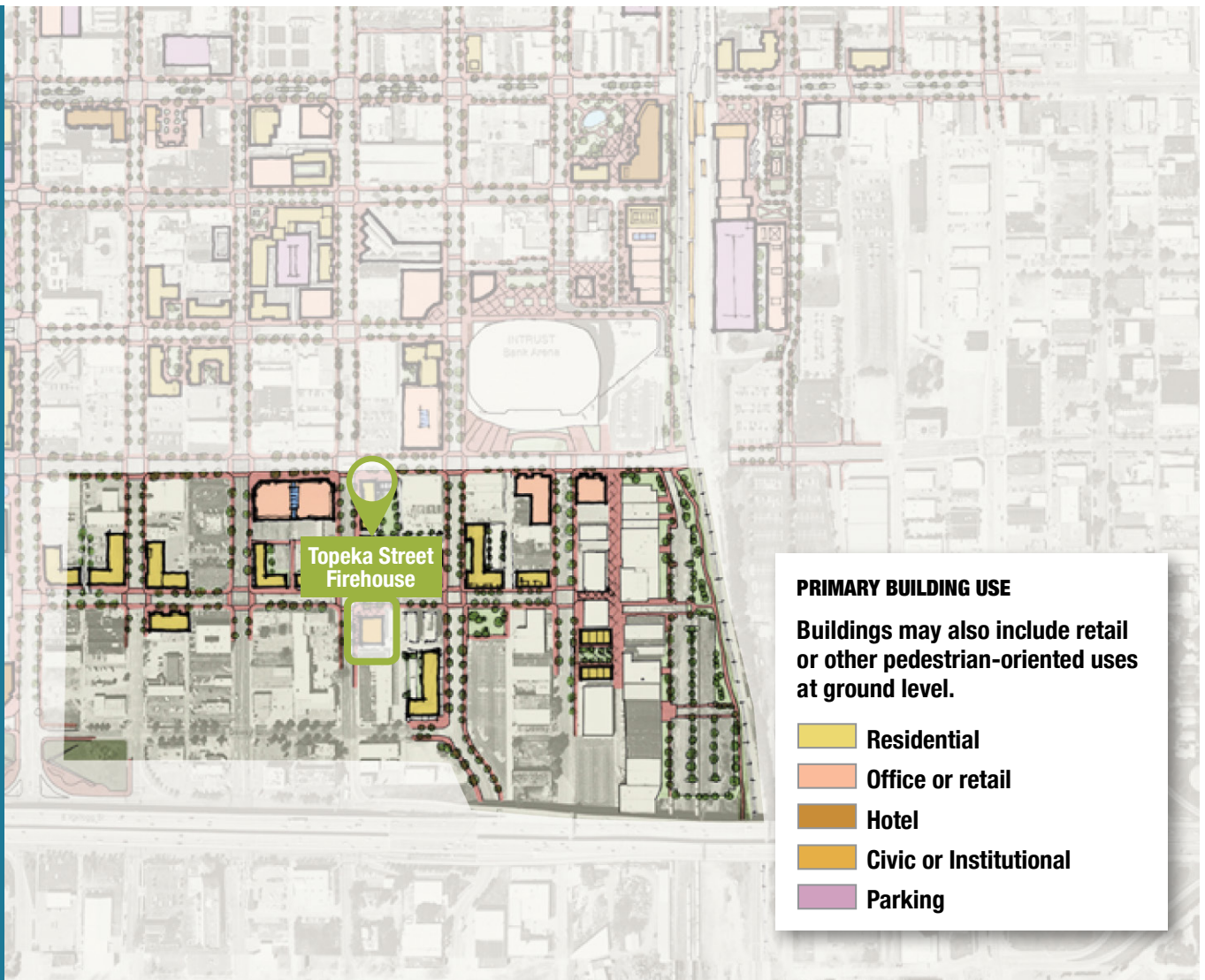
OFFICE OF URBAN DEVELOPMENT

Pre-Submittal Conference: January 26, 2018
Submission Deadline: March 2, 2018.

TABLE OF CONTENTS

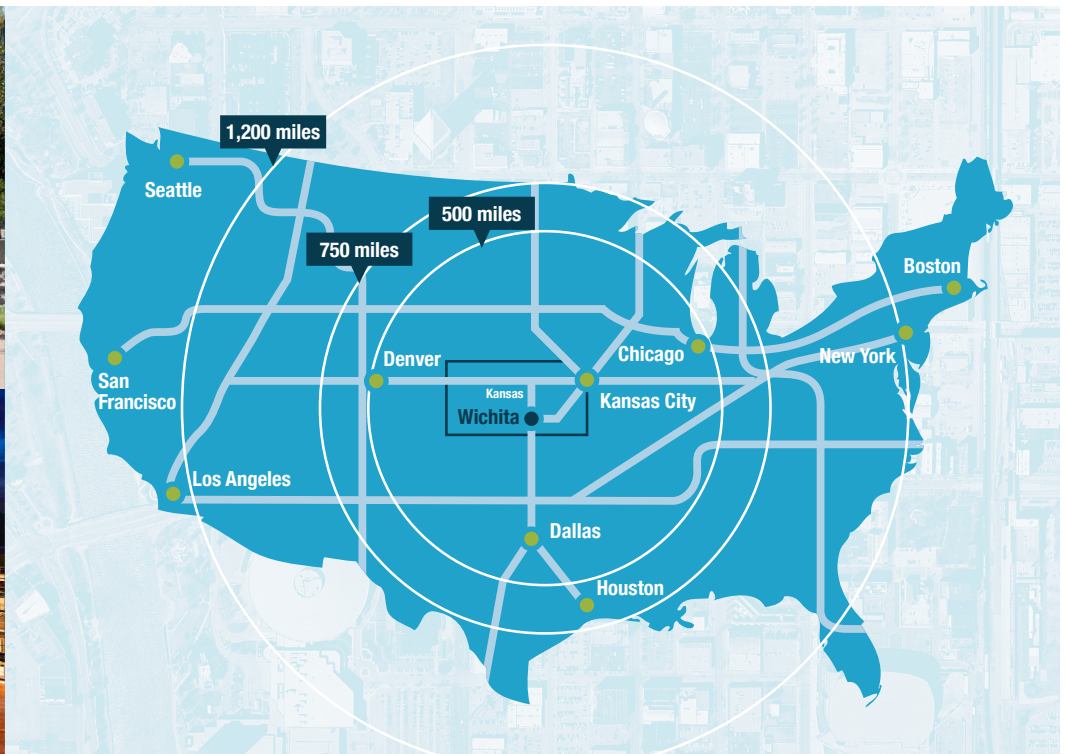
Introduction	3
Wichita Community Profile	4
Development Context	5
Downtown Development Projects	6
Local Neighborhood	7
Property Description	8
Development Objectives	9
Proposal Content and Format	10
Resources	12

TOPEKA STREET FIREHOUSE

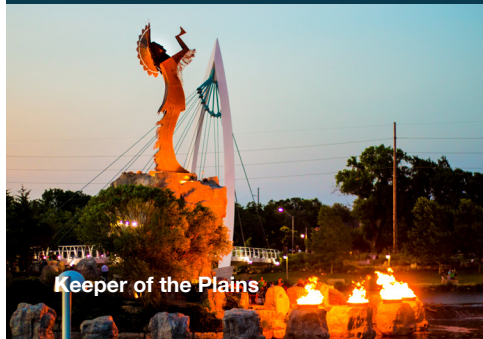


INTRODUCTION

The City of Wichita (“City”) is soliciting proposals to revitalize a City-owned catalyst site (the “Property”) identified in the Project Downtown master plan as the Topeka Street Firehouse. The Property is located at 500 South Topeka Avenue at the southeast corner of the intersection of Topeka Avenue and Lewis Street. The Property offers an attractive building and strategic location to anchor a multi-property development that expands upon the success of INTRUST Bank Arena and the Commerce Arts District. Proposals should demonstrate how the Property would be revitalized in conjunction with the redevelopment of surrounding vacant and underutilized sites consistent with the vision of the Project Downtown master plan.



COMMUNITY PROFILE



Over the past century, public/private partnerships have helped transform Wichita into a premier Midwestern city. One of Wichita's first known economic development success stories dates back to the early 1870s. James R. Mead, one of Wichita's founding fathers, met a group of cattle drovers at the Kansas/Oklahoma border and offered incentives to encourage them to take their stock to Wichita instead of another nearby city. This economic development offer began the long history of public/private achievements which helped Wichita develop into the largest city in the state and earned it the designation of the "Air Capital of the World."

Wichita continues to build on its rich history and is nationally recognized for its low-cost, pro-business climate, highly desirable central location and status as a top global trade exporter. These qualities, in concert with economic development programs, provide the foundation for businesses to thrive. Wichita's central location and outstanding transportation system provide convenient and economical access to markets across the country and internationally.

Wichita's diverse cultural attractions are nationally renowned and rival other metropolitan areas of comparable size. The city offers a professional opera, symphony, ballet and music theater as well as numerous cinematic and performance theaters that stand ready to impress with plays and independent, classic and new films. From traditional to contemporary, the city features a variety of art galleries and world-class museums. Accomplished local musicians and artists entertain and inspire on a monthly basis during the Final Friday art gallery crawl throughout the downtown area.

Outdoor recreational activities abound in Wichita. There are more than 4,300 acres of lush parks & greenways, tranquil botanical gardens, numerous golf courses and more than 102 miles of bike paths. The Arkansas River provides additional recreational opportunities and serves as the centerpiece of the annual Wichita River Festival. It is home to the iconic Keeper of the Plains sculpture, which has become a symbol of Wichita and pays tribute to the Native Americans who first inhabited the area.

DEVELOPMENT CONTEXT

Major community destinations are within close proximity of the Property, and the City is actively pursuing major upgrades to many of these destinations. The Century II Performing Arts and Convention Center is located three blocks northwest of the Property and averages over 450,000 annual attendees at its events. The City is currently engaging the community about an exciting future vision for the next generation facility. Lawrence-Dumont Stadium is located across the river from Century II and is home to the Wichita Wingnuts and the National Baseball Congress, which together attract over 200,000 spectators annually. The City is currently negotiating to bring an affiliated Minor League Baseball team to play at a new baseball stadium. The new stadium is envisioned to be located within a “ballpark village” along the Arkansas River with mixed-use development adjoining the stadium and a public plaza and river walk anchored by a pedestrian bridge connecting to Century II.

The annual Wichita River Festival brings over 400,000 event attendees to the banks of the Arkansas River every summer. The Final Friday Art Crawl brings thousands of attendees to the Commerce Arts District every month. The property is also within blocks of Old Town, an award-winning historic warehouse district with more than 100 businesses. Old Town is a regional destination sought out for its restaurants, shops, clubs, theaters, galleries, museums, and stores. Old Town has become a popular place to live and play, with hundreds of newly renovated apartments, luxury condos, and two of Wichita's finest hotels. The historic Delano district is also near the property. Delano has five blocks of historic row buildings with dozens of unique shops, art galleries, and restaurants.



Century II Performing Arts and Convention Center



Wingnuts Baseball at Lawrence-Dumont Stadium
Photo by Craig Hacker



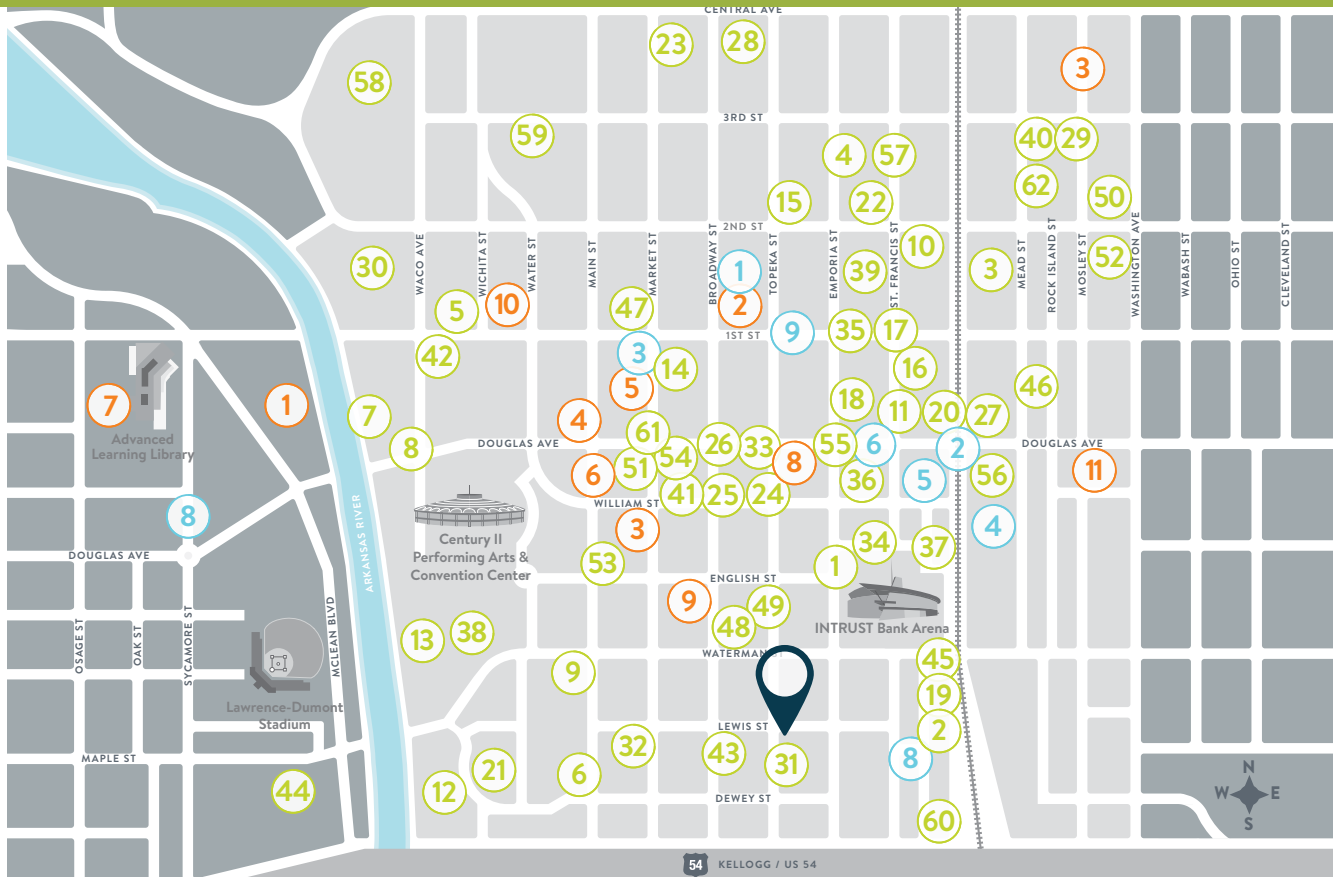
Final Friday Art Crawl
Photo by Craig Hacker



Riverfest Fireworks
Photo by Debbie Greene

DOWNTOWN DEVELOPMENT PROJECTS

This is a dynamic era in the development of Downtown Wichita. The Project Downtown master plan is providing the framework to develop a nationally-recognized Downtown with 61 completed projects totaling over \$524 million since January 2010. Another 10 projects totaling about \$100 million are currently under construction, with 11 more projects in the planning phase.



Downtown Development Projects Since 2010

Completed

1. INTRUST Bank Arena
2. Finn Lofts
3. Airbus Renovations
4. The Flats 324
5. Cargill Innovation Center
6. Fairfield Inn & Suites Wichita Downtown
7. Riverfront Improvements
8. Drury Plaza Hotel Broadway
9. Albert Paley Sculpture Installation
10. Sedgwick Co./Rotary Fdn./Coleman Parking Lot
11. Zelman's Building
12. WaterWalk's Gander Mountain Expansion
13. Hyatt Regency Wichita Renovations Phase One
14. J.P. Weigand & Sons Realtors
15. Open Door
16. Bite Me BBQ
17. St. Francis Streetscape Improvements
18. Howerton+White Expansion & Renovation
19. Commerce Street Lofts
20. The Renfro
21. Fountains at WaterWalk
22. Pixius Communications
23. Robert D. Love Downtown YMCA
24. Block One Parking Garage
25. Urban Plaza at Block One
26. Ambassador Hotel at Block One
27. Player Piano Lofts
28. The Catholic Diocese St. Mary Cathedral
29. Courtyard by Marriott Renovations Phase One
30. CoBank
31. The Arnold Group Renovations
32. KE Miller Engineering

33. Kansas Leadership Center and Kansas Health Foundation Conference Center at Block One
34. INTRUST Bank Arena's Guitar Bar & Wichita Thunder Hockey Team Store
35. Firestone Place Renovations
36. Eaton Place Renovations
37. 220 & 222 S. Commerce Restaurant Renovation
38. Hyatt Regency Renovations Phase Two
39. Live at 215
40. Courtyard by Marriott Renovations Phase Two
41. William Street 2-Way Conversion
42. Corner 365 (Residential Project)
43. Sonic
44. WaterWalk Hotel Apartments
45. Commerce & Waterman Building Renovations
46. Rock Island Lofts
47. The LUX
48. Renovations at Topeka & Broadway on Waterman
49. P.E.C. Building Renovations
50. Restaurant Renovations at 301 N. Washington
51. Pop-Up Park
52. Yellow Cab Co. Building Renovations
53. Fidelity Bank Headquarters Renovation
54. COTen Building (former Merrill Lynch Building)
55. Douglas Avenue Streetscape Development Phase 1
56. Union Station Phase One
57. Flats 324 Modern
58. Pinnacle Lofts & Apartments
59. Ronald Reagan Building
60. 520Commerce (Mixed-Use)
61. The Douglas
62. Wichita Eagle Headquarters Renovations

Under Construction

1. River Vista, Riverfront and Delano Park Improvements
2. Wichita Orpheum Theatre Phase 1
3. Mosley Streetscape Improvements
4. INTRUST Bank Renovations
5. 125 N. Market
6. High Touch Building Renovations
7. Advanced Learning Library
8. Hilton Garden Inn
9. Broadway Autopark Apartments
10. Water Street Lofts
11. Cargill Protein Group - New Division Headquarters

In Planning

1. Wichita Orpheum Theatre Phases 2-5
2. Douglas Avenue Underpass Renovation
3. Market Centre Apartments
4. Union Station Phase 2
5. Spaghetti Works Property
6. Douglas Avenue - Streetscape Improvements Phase 2
7. St. Francis and Commerce Street Improvements
8. EPC Delano (Mixed-Use)
9. First and Second Street Improvements



LOCAL NEIGHBORHOOD

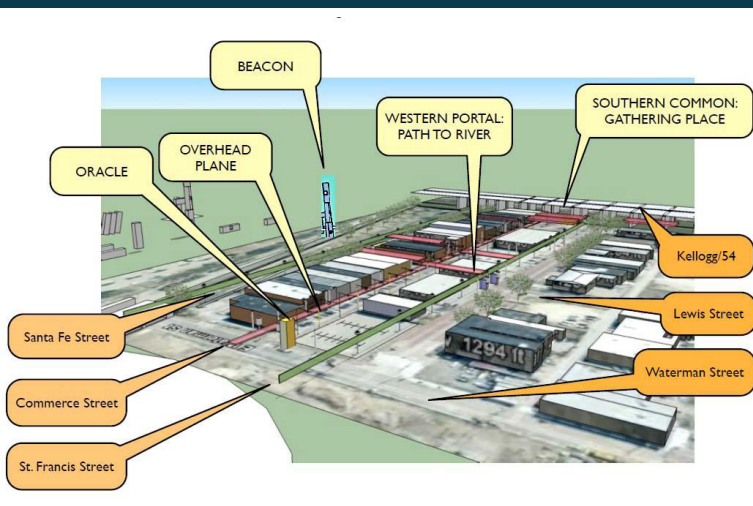


INTRUST Bank Arena

INTRUST Bank Arena is a modern, state-of-the-art sports and entertainment venue. Located one block north of the Property, INTRUST Bank Arena is the premier arena in the Midwest featuring 22 suites, 40 loge boxes, 300 premium seats and a total 15,000-seat capacity. The arena averages 420,000 annual attendees and boasts the top notch sporting events, such as the NCAA basketball tournament in 2018 and 2021, and entertainment with the industry's best acoustics and sound system. The arena is managed by SMG, a world-leader in venue management and booking for more than 200 arenas worldwide.

Commerce Arts District

This historical row of warehouses was the center of Wichita's once-booming broomcorn industry. Now the Commerce Arts District, South Commerce Street boasts an incredible mix of industrial and refined artisans, galleries, shops, offices and residences. These historic warehouses have been revitalized and foster the vibe of the rapidly emerging urban core lifestyle. Revitalized properties such as 520Commerce provide a cool mix of lofts, brownstones, studios and makerspaces. The City has recently partnered with the Commerce Arts District to convert a former railyard into unique parking and community gathering space to support the district and host events.



Streetscaping and Placemaking

The City has adopted the Commerce Arts District Revitalization plan to improve connections within the district by creating unique streetscapes and funky urban gathering places. The first phase of the plan was recently completed with the parking and community gathering space in the former railyard. The City has \$5.1 million budgeted funds to complete future phases of the plan with streetscaping and placemaking projects along St. Francis Avenue and Commerce Street. These City investments will significantly enhance development potential of the Property.



PROPERTY DESCRIPTION

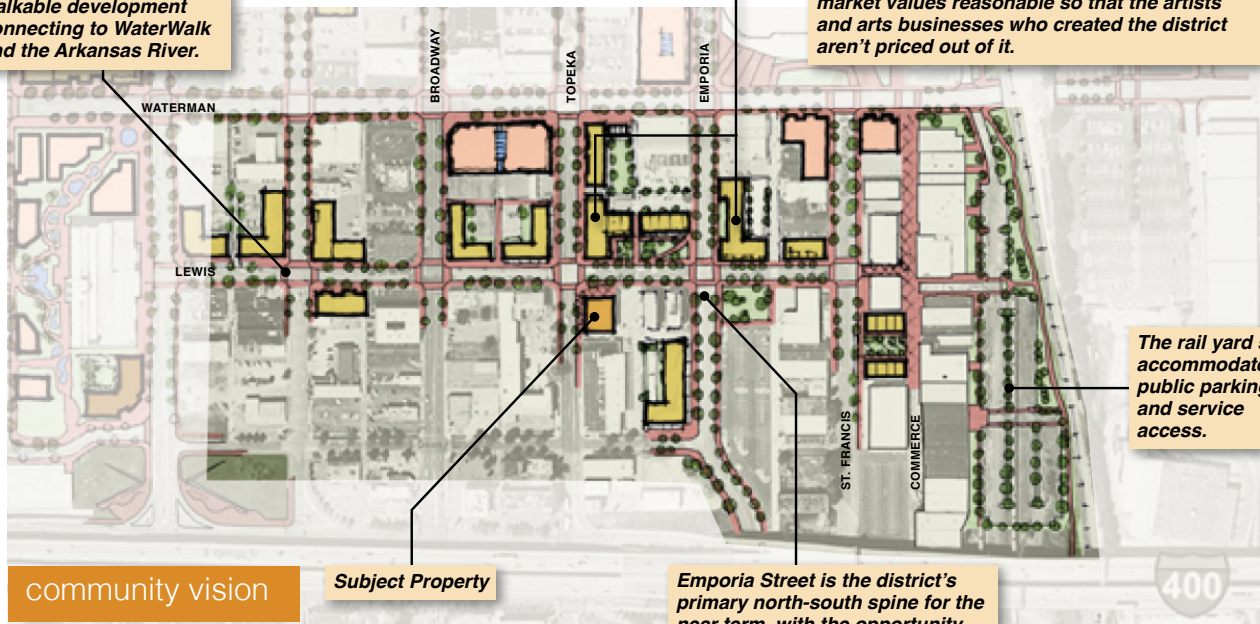
The Property is outlined in green above and is a .47 acre tract at the southeast corner of Topeka Avenue and Lewis Street. The Property is a former firehouse shown at right that was most recently a City maintenance facility. The building is a two-story brick building with approximately 16,000 square feet. The property is eligible for listing as a historic landmark. The RFP has links to a property detail report, owners and encumbrance report, survey, environmental assessments, utilities map, zoning report, and traffic counts for the Property.



Topeka Street Firehouse

Lewis Street offers a quiet and green a corridor of walkable development connecting to WaterWalk and the Arkansas River.

New housing, galleries, and supportive retail on multiple sites and blocks extend west from Commerce Street toward Main, expanding the district's catalytic influence and helping keep market values reasonable so that the artists and arts businesses who created the district aren't priced out of it.



The rail yard site accommodates public parking and service access.

Emporia Street is the district's primary north-south spine for the near term, with the opportunity for walkable development linking north to the Arena District and Douglas Avenue, and south below Kellogg to the residential blocks of South Central.

community vision

Subject Property

DEVELOPMENT OBJECTIVES

An attractive building and a strategic location make the Property a valuable anchor for a westward expansion of the Commerce Arts District. Lewis Street's walkable scale, street trees, and numerous vacant parcels make it a logical corridor for future private investment in development related to the Commerce Arts District. Opportunities also exist for revitalization of existing buildings such as the vacant apartment buildings to the east of the Property. The Property itself has potential to accommodate a variety of program options that enhance the viability of the Commerce Arts District such as a mixed use development that could include residential, retail/restaurant and or work/live space, or similar uses.

The objective of the RFP process is to select a development team to revitalize the property in a manner consistent with the Community Vision established by the Project Downtown master plan. The City is seeking proposals that not only revitalize the Property itself but also include projects to develop vacant and underutilized sites in the surrounding area with housing, galleries, and retail supportive of a westward expansion of the Commerce Arts District. Retail, hospitality, and office development also are encouraged, particularly along the Waterman Street and Broadway Avenue corridors. Proposals with firm development schedules are a must. A development team is sought with experience in multi-property developments involving both historic rehabilitation and new construction. The development team must have a clear business plan and demonstrated financial capacity to undertake the project. The requested use of any/all City development incentives will be factored into the evaluation and potential award of submitted proposals.



Opportunity: The District's informal feel could make it an appropriate place to mix modern architecture amidst older industrial architecture, reinforcing a unique, creative character.

PROPOSAL CONTENT AND FORMAT

Proposals must be succinct and include only the required information. To aid in the evaluation, all proposals must follow the same format and have sections tabbed as below:

A. Executive Summary

Provide a concise summary of the overall proposal.

B. Development Team

Detail and describe the proposed development team including, the master developer, architect, financial partners, and construction contractor. Demonstrate a track record of successfully financing, developing, completing and managing comparable projects.

- Identify the key individuals, companies and organizational structure of proposer.
- Identify roles and responsibilities of all proposal team members.
- List the proposer's experience with other successful development projects; include roles and responsibilities for these projects' team members, in addition to providing contact information for references for these other projects.
- Describe the Development Entity the proposer anticipates would contract with the City. The Development Entity must be organized and in good standing under the laws of the State of Kansas prior to entering into contracts with the City.

C. Financial Capacity

Provide clear and compelling information to demonstrate proposer's financial capacity to execute and complete the project successfully.

- Describe a clear strategy to fund all project costs.
- Specify and clearly describe all sources, types and amounts of equity, financing, grants and other funding sources for the proposed project.
- Provide documentation from potential lenders of interest in the Property.

D. Business Plan

Include an initial project budget and pro forma

a. Demonstrate the proposed project's viability by including, to the extent possible, the following:

- Initial research / market demand data.
- Intended use of the Property.
- Initial development schedule with major milestones that addresses all phases of planning, entitlements, design, plan review, permits, construction and occupancy.
- Proposed tenants/buyers/operators for the completed project.
- Development costs, including all site acquisition, construction costs, soft costs, and contingencies.
- Operating pro forma, including all revenues, expenses, debt service, taxes, and other assessments for the first stabilized year of operations.
- Provide reasonable assumptions for all costs and revenues.
- Describe the proposed approach to providing parking for the project.
- Project timeline indicating start of construction and completion of construction.

E. Level of Return and Benefit

Describe the economic, fiscal, employment (construction and permanent), and other tangible public benefits generated by the proposal. Qualitative public benefits such as social or historic preservation goals may be included as support to well-defined quantitative benefits.

F. Consistency with Adopted Plans and Development Objectives

- Explain how the proposal is consistent with the Project Downtown master plan
- Clearly detail and define the project including:
- Gross square footage of project and each proposed use.
- Number of parking spaces and location.
- Detailed cost estimates for all project components.
- Provide a conceptual site plan and building elevations (color recommended).
- Describe how the project will exist in context with surrounding properties.

All proposals, including supporting documentation, are confidential until a selection is made by the City. All costs incurred in the preparation of this proposal are the responsibility of the proposer. The City reserves the right to issue supplemental information or guidelines relating to the RFP during the proposal preparation period, or to make modifications to the RFP. All proposals shall be considered firm offers for a period of 180 days following the due date. Once submitted, proposals may not be changed without written consent of the City. One (1) original and nine (9) copies of the proposal along with a PDF version on a flash drive or DVD shall be submitted by 3:00 P.M., March 2, 2018, to:

City of Wichita Purchasing Office
Attn: Purchasing Manager
455 North Main, 12th Floor
Wichita, KS 67202

PRE-PROPOSAL CONFERENCE

A pre-proposal conference will be held on January 26, 2018, at 8:30 a.m. at the Property, 500 S. Topeka Ave., Wichita, Kansas. Potential proposers are strongly encouraged to attend the pre-proposal conference to learn more about the Property, the development objectives, and the proposal evaluation process. A tour of the Property will immediately follow the pre-proposal conference.

PROPOSAL EVALUATION & INTERVIEWS

Interview selection will be made following a review and ranking of proposals received. The City reserves the right to interview and receive a formal presentation from only those development teams whose proposals best match the evaluation criteria. The City intends to select proposers for interviews on or around March 9, 2018. Interviews are anticipated to occur the week of March 26, 2018.

The City's objective is to select the best qualified development teams to undertake the tasks identified. The proposals will be evaluated on the basis of several factors, including:

1. Qualifications of the development team
2. Proposer's financial capacity to execute and complete the project successfully
3. Project timeline
3. Project viability, including operation and management of the project after construction
4. Level of return and benefit to the city
5. Consistency with adopted plans and development objectives

NEGOTIATIONS AND SELECTION PROCESS

Final selection of the development team(s) will occur on or around April 17, 2018. Upon selection of the best final proposal, the City will negotiate final business and performance terms with the selected development team(s). The commencement of negotiations does not commit the City to accept any or all of the terms of the proposal, and negotiations may be terminated by the City at any time, in which case the City reserves the right to enter into negotiations with other proposers. These negotiations may result in minor or material changes to the proposal, including both the business terms and the project. Successful negotiations will result in an award recommendation. Agreements addressing business terms and performance benchmarks will be entered into between the parties. The City reserves the right to reject, in whole or in part, any or all proposals. If deemed appropriate to achieve the goals for development of the Property, the City reserves the right to make no selection and re-issue an RFP. The terms and conditions of any development agreement resulting from this RFP process are subject to approval by the City.

RESOURCES

All additional reference documentation listed below can be found at <http://www.wichita.gov/Economic/RFQ>

1. City of Wichita Economic Development Brochure

<http://www.wichita.gov/Economic/Pages/default.aspx>

2. Greater Wichita Partnership Economic Development Assistance

<http://www.greaterwichitapartnership.org/>

3. Project Downtown: The Master Plan for Wichita

<http://www.wichita.gov/Planning/Pages/Downtown.aspx>

4. Commerce Arts District Revitalization Plan

<http://wichita.gov/Economic/RFQ/RFQ1/Commerce%20Arts%20District%20Revitalization%20Plan.pdf>

5. Property Detail Report

<http://wichita.gov/Economic/RFQ/RFQ1/Property%20Detail%20Report.pdf>

6. Owners and Encumbrance Report

<http://wichita.gov/Economic/RFQ/RFQ1/Owners%20and%20Encumbrance%20Report.pdf>

7. ALTA Survey

<http://wichita.gov/Economic/RFQ>

8. Phase 1 Environmental Assessment

<http://wichita.gov/Economic/RFQ>

9. Phase II Environmental Assessment

<http://wichita.gov/Economic/RFQ>

10. Utilities Map

<http://wichita.gov/Economic/RFQ/RFQ1/Utilities%20map.pdf>

11. Zoning Report

<http://wichita.gov/Economic/RFQ/RFQ1/Zoning%20map.pdf>

12. Traffic Counts

<http://wichita.gov/Economic/RFQ/RFQ1/Traffic%20map.pdf>



INQUIRIES:

Scot Rigby, Assistant City Manager
City of Wichita
City Hall – 13th Floor
455 N. Main St.
Wichita, KS 67202
(316) 268-4524
srigby@wichita.gov